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National Retail Corporation uses Workspaces to Power Bidding Process

PROBLEM

A major national retail corporation is undergoing continual expansion, and are routinely faced with the prospect of distributing plans for new retail and warehousing facilities to local developers. At the same time, they receive bids from these developers. The flow of data is constant. As business quickened, the retail organization found themselves lacking a solution that would enable better collaboration, internally and externally, and empower their employees to manage the bidding process from cradle to grave.

The existing solution allowed distribution of plans from a single link, but bids are confidential and it was important that these bids remained as such. Different developer firms were not allowed to know which other firms submitted bids nor what the contents of those bids may be. Additionally, the budget was tight and the IT department needed to avoid additional administrative overhead that many solutions required, including provisioning new users, setting up directory structures, defining permissions, and so on.

AT-A-GLANCE

KEY FEATURES

- Allows users to share folders and their files between internal and external partners quickly and easily while IT retains control of the data.
- Provides the highest levels of security, regulatory compliance, flexible authentication, and data encryption.
- Provides the only file, sync, and share solution that supports customizable workflow automation.

SOLUTION

As an existing customer, an IT admin for the organization reached out to Globalscape to understand what solutions the company had developed that might fit their needs. After talking to his account representative, it seemed like Workspaces would be a good fit for the company's requirements. Workspaces provides a simple end-user experience while delivering the security, ease of use, and management capabilities the retail organization required. Workspaces allows users to share folders and their files between internal and external partners quickly and easily while IT retains control of the data. Both employees and developers can upload and download files from a web client or via mobile devices, allowing them to share files from anywhere.

The retail organization chose to deploy the solution in Azure, for the low cost and speed of deployment. Additionally, the IT admin appreciated that he could deploy the solution on-premises or in the cloud, and that the solution featured a 25% less total cost of ownership over three years versus competing solutions.

Workspaces allows employees working on development projects the ability to assign appropriate permissions with email contacts at local firms so that users can upload plans and share feedback on projects with seamless communication. Users within the organization have more advanced permissions allowing them to share or modify the files. Workspaces empowers users to set their own permissions for folders they create, removing the burden of provisioning user accounts from the IT department.

RESULTS

The organization has been able to maintain the confidentiality throughout the bidding process. Additionally, the employees have been empowered to manage their own project bid processes with a simple, straight-forward, repeatable process they can follow. IT has been relieved of administrative overhead associated with provisioning accounts manually for employees involved in the bidding process. Workspaces has also allowed the IT department to free up resources to work on other projects that will aide in the organization's expansion.

ABOUT GLOBALSCAPE

Globalscape enables businesses around the globe to unleash the power of their data. As a leader in secure information exchange and a data integration innovator, Globalscape's powerful yet intuitive platform, reliable support and dedication to solving even the most complex of data challenges help organizations accelerate their digital business transformation.

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